

Message Text

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ORIGIN ST-01

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R 211357Z JUN 75

FM SECSTATE WASHDC

TO MR. NORBERT STEINBERGER COMPUSCAN INC. 900

HUYLER STREET TETERBORO NEW JERSEY 07608

UNCLAS STATE 146665

E.O. 11652:N/A

TAGS: ASUP

SUBJECT:DISCUSSION/NEGOTIATION RFP ST-75-57, SOFTWARE MOD-
IFICATIONS GOVERNMENT OWNED OCR'S

REF: YOUR OFFER, DATED 6/10/75 IN RESPONSE TO RFP ST-75-57

1. DEPARTMENT INTERESTED IN ACCOMPLISHING TASKS OUTLINED IN
RFP WITH PROMPT AWARD OF CONTRACT. YOUR OFFER HOWEVER,
GREATLY EXCEEDS THE DEPARTMENT'S ESTIMATE FOR THE PLANNED
MODIFICATIONS WHEN CONSIDERING OVERALL PROJECT WITH GFE CORE
BOARD.

2. DEPARTMENT SOLICITES FROM COMPUSCAN, INC., FOR CONSIDER-
ATION, A REVISED/ALTERNATE OFFER IN ACCORDANCE WITH THE
FOLLOWING; CONTRACTOR FURNISH SOFTWARE MODIFICATIONS OUT-
LINED UNDER THE TERMS OF THE RFP, ALSO INCLUDE FURNISHING
OF HARDWARE IE; QUANTITY, FOUR (4) 8K CORE BOARD MEMORY FOR
NOVA 1200 CPU. REVISED PROPOSAL TO COVER BOTH PRICING
ALTERNATES.

3. WOULD APPRECIATE YOUR BEST OFFER UNDER PARA 2 ABOVE AND
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THE BEST PRICE OFFERED FOR SOFTWARE ONLY SERVICES UNDER

ARTICLE III (1) OF THE RFP PRIOR TO COB JUNE 23, 1975.
TELEGRAPHIC RESPONSE SHOULD BE DIRECTED TO: RICHARD M.
ALBAUGH, DEPARTMENT OF STATE, SUPPLY AND TRANSPORTATION
DIVISION, ROOM 530, SA-6. KISSINGER

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